Indiana Department of Information

CompassLearning Response

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Executive Overview
CompassLearning – Engage, think & learn.

CompassLearning is pleased to present the Indiana Department of Education with this information about its Odyssey Math programs. CompassLearning's online solutions assess student performance, automatically prescribe appropriate curriculum activities to help increase students' academic performance, and report the progress of students individually and in groups. The program is modular so it can be implemented by grade level as needed. Odyssey Math provides the following features to provide a high-quality solution for the district:

- A currently existing, program built specifically for browser-based delivery and based on contemporary research in the fields of education, psychology, and neuroscience.

- Engaging lessons formats containing video presentations, animations, sound, text, tools, interactions, and feedback. Multimedia are included in activities based on their congruence with brain research related to student learning. A high level of interactivity is a key element in the engagement of students.

- Online content managed by a single management system.

- A range of pre/post, formative (benchmark), summative, and end-of-course assessments, with diagnostic/prescriptive capabilities, to identify the needs of students and target areas of non-mastery.

- Asynchronous delivery allowing students to enter and exit at any time and work at their own paces.

- Browser-based, 24/7/365 access for any time, any place learning.

- Professional development and technical support dedicated to student and teacher success.

CompassLearning approaches each customer relationship as a partnership. We work with educators to build solutions that meet needs and grow into the future. Educating 21st century students is a responsibility and an honor, and CompassLearning wants to be the state's partner in building a flexible, sustainable online learning solution that will help prepare students and educators in Indiana for the future.

This proposal provides access to Odyssey Math for 45,000 students at a fixed cost of $27 per student per year. This includes access to the online professional development video series will be available 24/7/365 to an unlimited number of educators. Optional face-to-face professional development is available.

To provide additional information to the readers of this proposal, CompassLearning has scheduled several webinars (all at 2 p.m.): March 29, March 31, April 5 and April 7. The webinars can be accessed by going to http://compasslearning.na3.acrobat.com/clwebinar/. Following the webinars, a recorded version and a copy of this proposal can be posted to the location of your choice.

CompassLearning is committed to providing the teachers, administrators, parents, and most importantly the students of Indiana with a high-quality math program that satisfies the state's requirements and results in increased student achievement. For more information regarding this proposal, please contact Rob Hosinski, Senior Account Executive, at 419-709-6143 or rhosinski@compasslearning.com.

Company Information

CompassLearning is a leading provider of K-12 education software whose corporate mission states: "We facilitate student success by collaborating with educators to create personalized learning experiences." This mission reflects the company's passion for education and its commitment to students, teachers, administrators, and parents. In fact, the company's values are passion, agility, collaboration, creativity, accountability, and a focus on stakeholder value, further defining the ways in which the mission is accomplished.

CompassLearning solutions assess student performance, automatically prescribe appropriate curriculum activities to help increase students' academic performance, and report the progress of students individually and in groups.

Odyssey offers flexibility to meet your needs:
- Intervention, core, or acceleration
- In school or out of school—24/7/356
- Hosted by CompassLearning or the district
- Onsite, online, or blended professional development
- Ownership or annual subscriptions

Since its founding in 1969, CompassLearning has been an industry leader in applying the teaching, learning theory, and research of top tier experts to create a research-based prescriptive model that promotes student achievement. CompassLearning is headquartered in Austin, Texas, where the Odyssey products are developed, produced, and supported. Sales and professional development personnel are deployed across the county to provide local support. Professional development team members are former educators and administrators who have a commitment to student achievement and technical support personnel hold relevant industry certifications.

In its more that 40 years of experience in the field of research-based education software, CompassLearning has implemented its model of standards-based assessment, standards-aligned K-12 curriculum, and comprehensive data reporting to students in thousands of schools across the country.

- The *ComputED Gazette* special 2009 Eddie Award Showcase award which highlighted three CompassLearning products: Odyssey High School, Odyssey High School Science, and Odyssey Math 5-6 Intervention;

- Bessie from *The CompuED Gazette* (2009) for Best Math Intervention Website for Odyssey Math Intervention 5-6; and

- Best Middle School Solution and Best Teacher Tool Eddie (2007) from *The CompuED Gazette*.

The 2009 Eddie Showcase Award said, *"All offer an exceptional instructional management system and curriculum, complete with comprehensive assessment and broad-based reporting tools. Our compliments to CompassLearning for producing these three outstanding products."*

Odyssey solutions are designed to take advantage of the latest educational research and technological innovations to create a student achievement solution that works for students, teachers, administrators, and parents. The elements of the Odyssey solution were designed to work together, flexibly in a variety of configurations, to support student success.
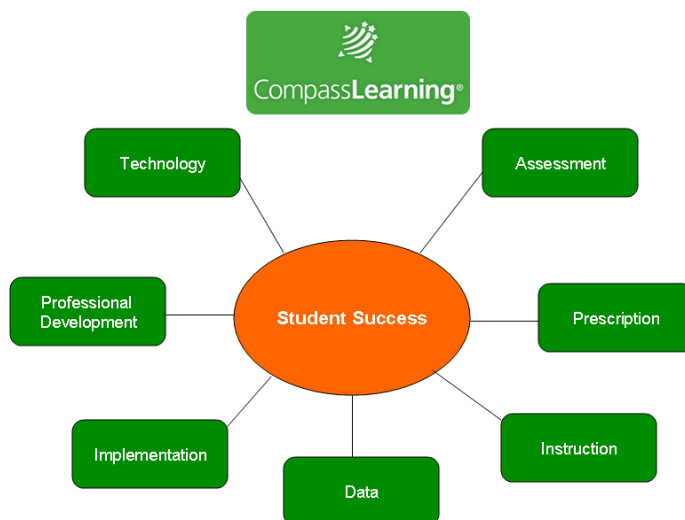
Each component of the model is summarized below.

Assessment

The CompassLearning Odyssey assessment tools diagnose each student's specific skill needs and monitor student progress. The Odyssey formative and summative assessments measure student performance with a variety of tools and instruments. Assessments provide teachers with valuable data to monitor student progress toward mastery of state and district standards.

- Scored learning activities
- Lesson quizzes and chapter tests
- Periodic benchmark tests for RTI monitoring
- Offline activities (with teacher answer keys)
- Diagnostic/prescriptive tests based on Indiana standards
- Diagnostic/prescriptive end of course tests for high school courses
- Rubric-scored Odyssey Writer activities

Scored Learning Activities, Lesson Quizzes, and Chapter Tests

Online activities, quizzes, and tests are scored automatically by Odyssey and the scores are reported to the Odyssey Manager. Indiana standards-aligned online rubrics are provided for Odyssey Writer. Rubric scores are also saved to the Odyssey Manager. A variety of reports display the activity scores.

Diagnostic and Benchmark Assessments

Diagnostic/prescriptive Indiana-aligned and end-of-course assessments exist for all courses.

To meet additional and individual district assessment needs, CompassLearning enables educators to customize assessments to create custom benchmark tests, to add unique test items and objectives, and to cover additional subject areas. The Item Bank, Item Builder, and Objective Builder, a part of the custom assessment features, allow users to expand the Explorer assessment suite by creating their own items and linking them to district and state standards and by creating practice tests using CompassLearning provided or customer added items from the Item Bank. Users can use the assessment customization tools to create tests and test items for any grade level and for any subject area.

CompassLearning's Education Consultants can work with customers to create assessments based on district goal and objectives. These assessments can be created once at the district level and then used at each school site to provide consistency of instruction.

Prescription

Based on diagnostic/prescriptive assessment results, each student receives a personalized learning path (optional) focused on his or her specific needs. The learning path provides standards-aligned targeted instruction based on assessment-identified needs to build confidence, focus learning time, and move students quickly toward the recovery of skills and credits. Assignment of curriculum can also be made manually, by the teacher, to align with classroom lesson plans.
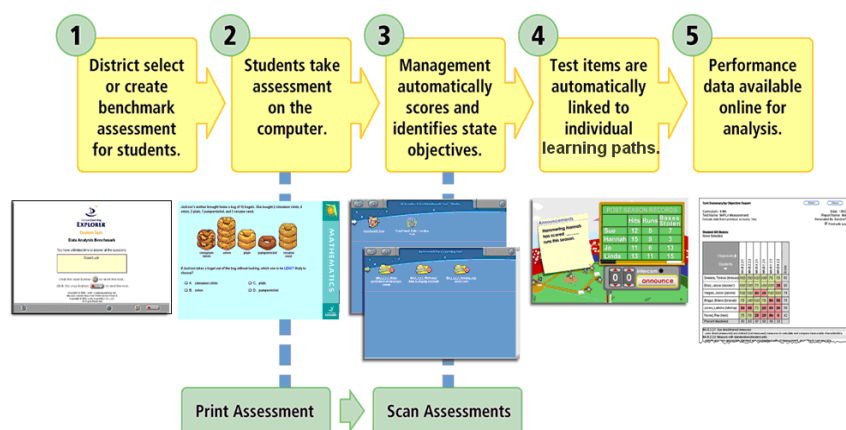
Instruction

Odyssey solutions are based on current and confirmed research about teaching and learning from leading experts. Odyssey curricula are presented in engaging, multimedia formats with immediate feedback for students. The Odyssey instructional model focuses on mastery learning in which students follow an instructional design, at their own paces, that includes pre-assessment, instruction, practice, assessment, and re-teaching if necessary.

The Odyssey suite of modular products includes curricular and assessment products for students in all grades. The delivery of the products is flexible so that students can dip down or

move ahead by skill to provide the greatest match between their needs and the intervention resource.

Subscription pricing, as requested by the proposal, provides access to all curriculum listed below, all Odyssey assessments, and the Odyssey Manager for each annual student license.
- Odyssey Math 6
- Odyssey Math 7
- Odyssey Math 8
- Odyssey Honors Algebra
- Odyssey Algebra I

Data

Learning activity and assessment scores are saved in the Odyssey Manager. Aggregated and disaggregated reporting, along with multi-school administration reports, provides individual, group, and school data. Scores are available immediately following the completion of a scored activity and can be accessed by teachers, students, administrators, and parents (optional).

Implementation

A variety of installation and implementation support programs assure that Odyssey is available for students at all times, whether they are onsite or offsite.

Prior to the installation of the Odyssey software, a planning meeting takes place between district officials and the CompassLearning professional development team to create a schedule and training structure that meets the district's needs. Because each school district has different needs, abilities, and resources, implementation (project) plans are developed in cooperation with each school district. Implementation plans define the expectations and duties of CompassLearning and the district so that each constituent understands the project's outcomes.
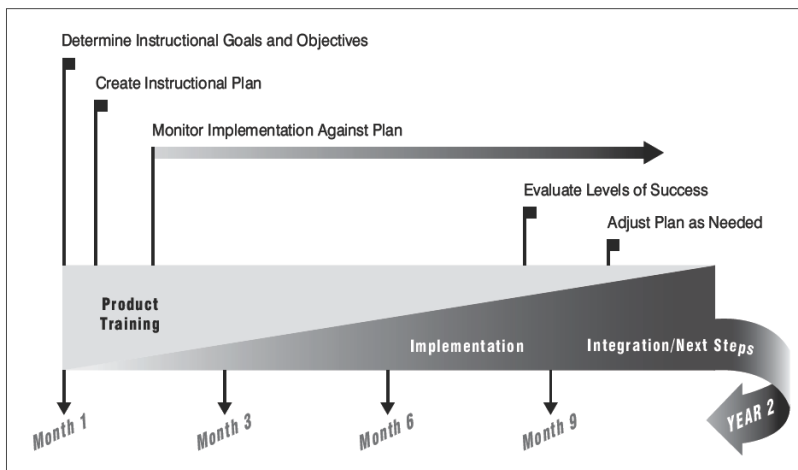
CompassLearning will work with the district to get the program up and running quickly and then provide follow-up support to assure the fidelity of the implementation. CompassLearning's Installation Coordination Group (ICG) coordinates the implementation process through a set of established procedures. Activities may take place face-to-face or via phone or online meeting depending on the availability of personnel and the purpose of the activity.

Professional Development

The professional development sessions are designed to provide training in the use of the Odyssey solution and in integration of the program into the classroom curriculum. More information is included later in this document.

Technology

Odyssey is a browser-based learning system that standardizes the content and delivery of assessment, curriculum, and data management and provides 24/7/365 access from school and home. Subscription and ownership models are offered so customers can choose the delivery model that best meets their needs.

Odyssey Math

The philosophy of Odyssey Math is to help students learn fundamental skills, develop processes for inquiry and exploration, and provide a meaningful real-world context to apply ideas, tools, and manipulatives. Odyssey Math blends skill building with a problem-based approach, creating a comprehensive mathematics program and allowing students to gradually develop problem-solving and math reasoning skills. Odyssey Math integrates basic and advanced math concepts and incorporates activities aligned with state and national standards

Math is available in Spanish, as *Odyssey Matemáticas*, for levels K-6.

Odyssey Math Levels 6–8 contain three types of targeted activities: instruction, practice, and progress monitoring. All activities are based on current and confirmed research and are fully aligned to state standards.
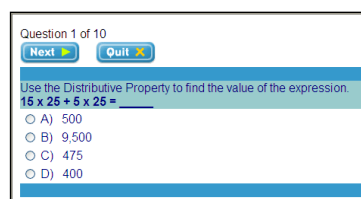
Instructional activities begin with an introduction that contextualizes instruction by providing a meaningful learning experience that frames the sequence of activities to follow. The remainder of the activity is presented through explicit and systematic instruction. Targeted skills are presented through a series of model problems that require students to use metacognitive strategies. Throughout each lesson, a series of questions provides guided practice where students receive immediate corrective feedback.
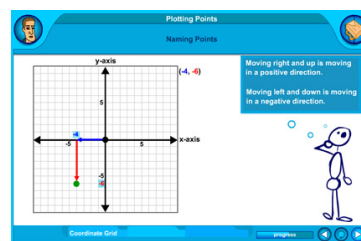
Practice activities reinforce lesson concepts and support the development of procedural fluency and automaticity. On-going progress monitoring assessment activities "branch" the learner to different parts of the learning path depending on mastery of content objectives. Within each topic, concepts are developed in a logical, sequential order and each learning path is a progression of activities based on the assessment of individual student abilities.
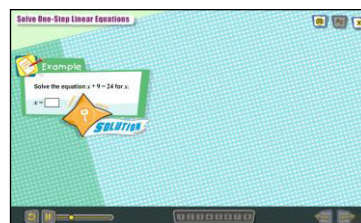
Progress Monitoring is provided through scored activities which supply the teacher with information regarding student progress. Activity scores are recorded by the Odyssey Manager and can be viewed in teacher and student reports.

Embedded electronic progress monitoring quizzes allow students to demonstrate mastery and either move on to another objective or move to further instruction. Decision points provide mastery monitoring within the management system and alert teachers when students do not meet mastery thresholds. Teachers then decide whether to have the student repeat the lesson or proceed.

A new sequence of activities, *Odyssey Math 5-6 Intervention*, is based on the National Math Panel recommendations which place a strong emphasis on fractions, decimals, and percents and focus on the skills and concepts necessary to prepare students for algebra. These math focal points, along with engaging interactive communication, support students in their learning of mathematical skills and concepts.

Odyssey Math Intervention 5-6 provides three tiers of intervention with numerous predetermined learning paths for those students who have been identified for intervention on the basis of diagnostic assessment. It utilizes CompassLearning's unique, engaging interactive conversation format which increases student comprehension through a scientifically-based interface.

Scaffolding within the activities includes direct instruction with three models, guided practice with problems of multiple choice and computation, and practice problems which students solve independently. The use of CompassLearning's critical mistakes guidance in the development of the activities provides personalized feedback which addresses students' specific mistakes and provides targeted feedback.
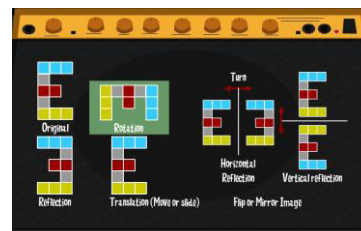
Odyssey Honors Algebra offers a complete learning experience aligned to the state standards including direct instruction, exploratory activities, opportunities for targeted practice, interactive self-paced learning, online and offline activities, and consistent feedback and guidance.
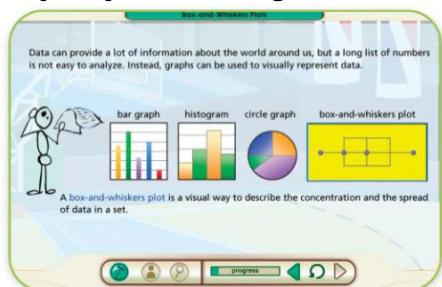
The activities are equivalent to a full year's course in Algebra. All activities are modular and can be used in the prescribed sequence or individually at any time. Each Algebra chapter includes online lessons that include online activities, printable student work pages, teacher answer keys, writing prompts, and lesson quizzes. Chapter tests provide summative assessment for the entire chapter and each chapter includes an application activity.

Odyssey Algebra I consists of activities specifically designed to engage and support learning for high school students. Direct instruction is provided via high-quality video lectures by master teachers and then flash-based, interactive instruction teaches and re-teaches concepts in a variety of ways to help students learn and practice new concepts. The activities are broken into small chunks to help keep students' attention and to reinforce unfamiliar concepts. Video segments are "YouTube" length (3-5 minutes long).
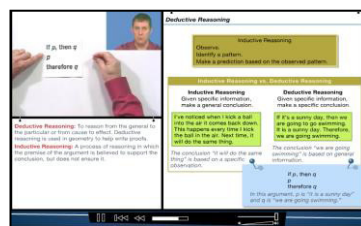
Printable worksheets aligned with the online curriculum are embedded in the program. Answer keys are available to teachers through the Odyssey Manager.

Algebra I consists of fifteen (15) chapters:
- Real Numbers
- Introduction to Algebra

- Writing and Solving Equations
- Proportional Reasoning
- Writing/Solving Inequalities
- Graphs/Functions
- Graphing Equations
- Solving Systems of Equalities/Inequalities
- Exponents and Polynomials
- Factoring Polynomials
- Quadratic Equations/Functions
- Exponential Equations/Functions
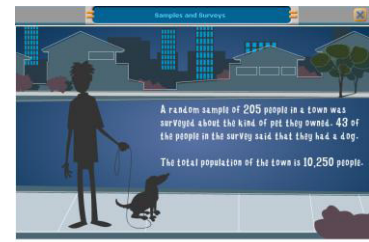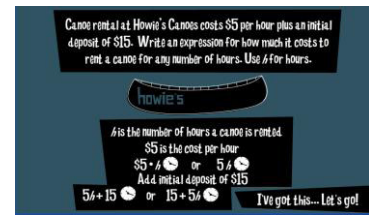- Racial Expressions/Equations
- Rational Expressions/Equations
- Extensions

Tools (all levels)

Odyssey Community provides a safe, Odyssey-specific forum that allows teachers and students to conduct online discussions.

- Odyssey Community is a completely closed and secure environment.

- Complete transparency allows administrative supervision to address safety concerns while still facilitating online communication.

- Multiple layers of control are available, from moderator (teacher) approval of all posts to open discussion. Teachers can remove an inappropriate post with the click of a button, or block access for an individual student.

- There are no "friending" features that could cause conflict and social issues among students.

- By adding images, videos and links to other content, Odyssey Community can be a central communication hub for all types of student projects.

- A spell check feature helps students follow the same rigorous standards for writing that teachers expect.

- Odyssey Community can be used to create assignments for students that involve collaboration, communication, and social skills.
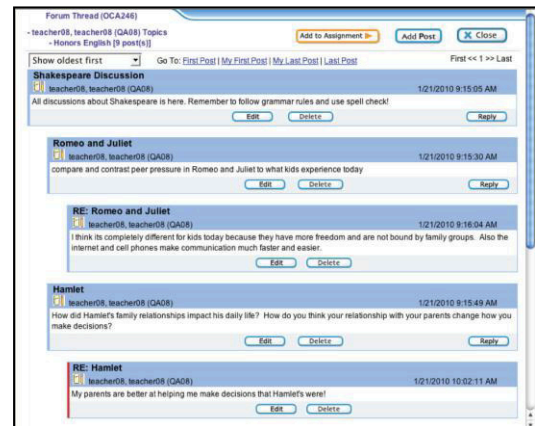
*Available June, 2010.

Odyssey Writer helps students develop skills in organization, analysis, synthesis, and communication necessary for research and essay writing. It was designed for teaching and assessing student writing. Embedded writing activities are included in online activities, included in the Teacher's Guides, and teachers can create additional teacher-led activities, with customized scoring rubrics.

Odyssey Writer is a customizable writing product that helps teachers in all disciplines teach the writing process. Teachers can structure assignments around the stages of the writing process

and provide various pre-writing tools to motivate students to write. Odyssey Writer guides students through each stage of the writing process: prewriting, drafting, revising, editing, and publishing providing tools to facilitate each stage.
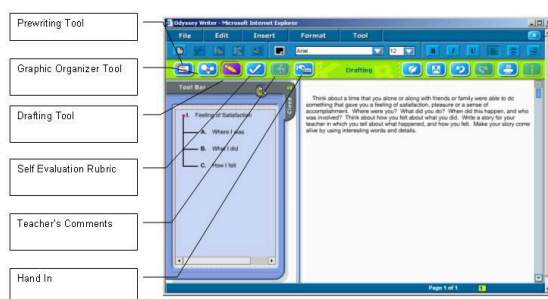
Figure 1 – Drafting Tool

The Equation Editor, one of Odyssey Writer's tools, is available at any time for students or teachers to insert mathematical templates and symbols into their writing, allowing them to combine their thinking process with communicating mathematically.
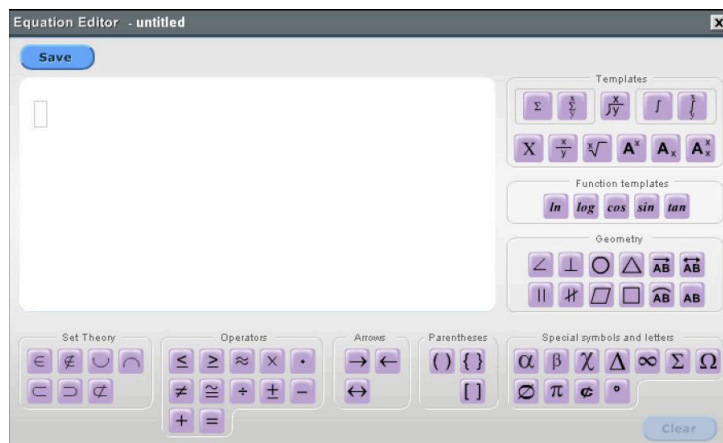
The Math Tool Kit is consistent with research that math programs should be designed to guide students on when to use a manipulative, to recognize manipulatives' relevant aspects, and to link those aspects to appropriate symbolism and mathematical concepts and operations (Fuson, 1986; Fuson and Briars, 1990; Wearne and Hiebert, 1988).

The toolkit contains virtual manipulatives that are available at all levels of Odyssey Math.
- Algebra Tiles
- Base Ten Blocks
- Calculator
- Coordinate Graphing Tool
- Counters
- Data Representation Tool
- Fraction Tool
- Geoboard Tool
- Number Line Tool
- Probability Tool
- Solid Shaper Tool
- Transformation Tool

Research Basis and Effectiveness Data

Research

CompassLearning's Odyssey curriculum is based on the recommendations and research of the national professional organizations, federal advisory panels, and independent groups such as the Instructional Research Group (directed by Russell Gersten and Joseph Dimino) in Long Beach, CA. CompassLearning's assessment and reporting meet NCLB accountability requirements and requirements for curriculum that is based on scientific-based research.

In developing computer-based instructional programs, CompassLearning has chosen pedagogy that best relates to the subject matter and utilizes the unique features of a computer for delivering instruction. The pedagogy was selected based on the educational research of subject area experts and product development teams and incorporates both traditional and current learning theory.

Designed to efficiently and effectively improve instruction for learners at diverse performance levels, the scope and sequence of Odyssey addresses and prioritizes important grade-level competencies. The program's research-based pedagogy ensures that students are provided with clear examples and focused activities that move from the simple to the complex and from the concrete to the abstract with scaffolded support for the learner. Intervention activities are delivered through engaging, highly interactive, and individualized learning paths that provide targeted instruction on specific skills and concepts. Instant feedback and repetitive skill development ensure that students are mastering critical objectives before moving on to more complex materials.

The Odyssey curriculum content is based on current and confirmed research in the fields of education, psychology and neuroscience. CompassLearning takes cues from a variety of experts and researchers in the field of cognitive and instructional theory. The following theories are incorporated into the design, content, and delivery methods of CompassLearning Odyssey.

Richard Mayer's Principle of Personalization	CompassLearning has a team of entertainment writers to take the rigorous instructional content from the curriculum and instruction team and turn it into conversational, age-appropriate activities.
The Role of Positive Emotions in Learning	Age-appropriate humor and positive feedback are incorporated throughout CompassLearning Odyssey activities to engage the student and create positive feelings about the learning activities.
Eric Jensen's Work on the Difference between the Child and Adult Brain	CompassLearning Odyssey uses a variety of interactive visual techniques in online activities to bring concepts to life.
Bertelsman Foundation Study about the Impact of Media and Technology	Odyssey's use of a variety of media in a technology-based environment promotes retention and recall of important information.
The Response to Intervention Model	CompassLearning promotes a Response to Intervention approach by providing various levels of student support and additional time

	on task. Assessments pinpoint student skill deficiencies and prescribe scaffolded instruction to fill learning gaps and move students toward on-grade level proficiency. Scored activities provide ongoing progress monitoring to track and measure student progress.
Madeline Hunter's Method of Direct Instruction	In Odyssey, there are multiple opportunities for guided practice and monitoring. Lessons end with closure and opportunities for independent practice.
Robert Gagne's Nine Events of Instruction	Odyssey incorporates these events into the various components of a lesson. Lessons include background building, direct instruction, guided practice, independent practice, and assessment components. Project-based and writing activities provide additional opportunities for knowledge enhancement and transfer.
Howard Gardner's Theory of Multiple Intelligences	CompassLearning solutions are designed to meet the range of learners in the classroom and help differentiate instruction to meet each student's individual needs.
Critical Mistakes Guidance	When developing instructional content, CompassLearning analyzes the most common critical mistakes students make when learning a particular concept. CompassLearning's curriculum experts structure courses and activities to recognize student mistakes and provide personalized feedback to the student based on the error he or she made. As a result, when a student answers a question incorrectly, the program identifies the type of mistake the student is making and branches him or her to feedback specific to that mistake. This is far more valuable to the student than a generic response, turning an error in logic or understanding into an additional opportunity to teach the concept.
Item Writing Guidelines	The development of CompassLearning's Explorer assessment items is based on Haladyna and Downing's *A Taxonomy of Multiple Choice Item Writing Rules*. Items are aligned to Webb's Depth of Knowledge scale to assure that items are written to the highest appropriate cognitive level for the skill.

Additional Research —Other research-based learning theory applied in Odyssey includes:
- Lev Vygotsky's theory that learning occurs through assisted performance;
- Jerome Bruner's education learning theories including spiraled learning and scaffolding;
- Ausubel's theory about how students learn information;
- B.F. Skinner's behaviorist research;
- J. Guilford's research on convergent and divergent thinkers;
- Jean Piaget's theory of child development and research on abstract and concrete perceivers;
- Benjamin Bloom's taxonomy of higher-order thinking skills; and
- Robert Marzano's work on classroom management and instruction.

Odyssey Math connects research concepts into an integrated curriculum to help all students make sense of mathematics. Through research based processes and instruction, content objectives are linked so they are learned with understanding and practiced to develop fluency.

Within the "big ideas" that provide the framework for the curriculum, Odyssey Math identifies central themes, or topics, as the basic structure of mathematics. These topics are sequenced from basic skills to more advanced, complex skills. The Odyssey Math spiraled curriculum presents skills and ideas first in a form and language that can be grasped by the student, and then revisits them in greater depth at subsequent grade levels. If curriculum is organized in a spiraled manner, the student continually builds upon what he or she has already learned (Kearsley, 2004). Organizing the Odyssey Math curriculum in this way provides a natural structure for a learner to make connections between mathematical ideas and to build new knowledge through these connections.

An effective standards-based curriculum organizes and integrates mathematical ideas so students understand how ideas connect to, and build on, other ideas. These connections provide natural opportunities for a spiral presentation of the material as well as for scaffolding of learning activities (Vygotsky, 1978). High-quality instruction cannot occur without a solid foundation in content. The "big ideas" of mathematical content have been categorized into five areas by NCTM (1989, 2000) and NAEP (Perie, Grigg, and Dion, 2005):
- numbers and operations;
- algebra;
- geometry;
- measurement; and
- data analysis and probability.

CompassLearning also closely follows the research and analysis conducted by the National Mathematics Advisory Panel. The conclusions found in their most recent study, *Foundations for Success* (2008), have been successfully incorporated into Odyssey Math including the following:

Promising Uses of Technology
- Computer-assisted instruction that supports drill and practice
- Well-designed tutorials delivered through computer-assisted instruction
- Learning supported by the careful, targeted application of computer programming

Instructional Practices
- Explicit methods of instruction available on a regular basis
- Clear problem solving models
- Carefully orchestrated examples/sequences of examples
- Concrete objects to understand abstract representations and notation
- Participatory thinking aloud by students and teachers

The scope and sequence for Odyssey Math includes content that aligns to these findings. As recommended, skills are addressed in contexts that promote problem solving, reasoning, communication, making connections, and designing and analyzing representations.

In further support of the NCTM Math Focal points, CompassLearning has developed a 5-6 math product that provides tiered instruction in each of the focal points for those grade levels. This research-based curriculum directly addresses those skills identified as the content emphasizes for those grade levels.

Product Effectiveness

A) Talley Middle School (Brandywine School District, DE) was undergoing mandatory re-structuring and had never achieved AYP when it implemented CompassLearning Odyssey Reading/Language Arts and Math. In a one-year period from 2007–2008 to 2008-2009:

- Seventh-grade math had a 23% increase.

- Eighth-grade math scores rose by 5%.

- The school made AYP for the first time ever.

B) The Department of Education's What Works Clearinghouse (WWC) gave Odyssey Math their "highest possible rating" based on the results of a study that focused on fifth-grade mathematics students. The study found that students who used Odyssey Math in addition to regular coursework scored an average of 103 points — or 17 percent — higher on the mathematics portion of Pennsylvania's standardized test than those students who did not use Odyssey Math.

Data from the study covered 207 fifth-grade students across four Pennsylvania schools. A control group of students who did not use Odyssey Math scored an average of 1480 on the mathematics portion of the Pennsylvania System of School Assessment (PSSA) standardized test. Students in the test group, who used Odyssey Math in addition to their regular classroom curriculum for at least 90 minutes per week, scored an average of 1583 on the same test — an increase of 103 points. (http://ies.ed.gov/ncee/wwc/reports/ elementary_math/odysseymath/index.asp)

C) In a single year, Monterey Ridge Elementary School's California Academic Performance Index (API), calculated from performance on statewide assessments across multiple content areas, rose significantly.

- API scores increased from 894 in 2008 to 930 in 2009, seven times greater than the improvement goal set by the state.

- Students in key populations, four targeted specific subgroups, all reduced the achievement gap.

D) Seneca Valley School District (PA) showed improvement on the Pennsylvania System of School Assessment (PSSA) from 2006–07 to 2007–08 in both math and reading. The district sought a technology-based curriculum and determined that Odyssey was the best solution given its user-friendliness and its alignment to state standards. The reporting and management system appealed to the district due to its accessibility and ease of use.

- The percentage of Odyssey users in grades 4–8 who scored Advanced on the PSSA in math and reading improved from 2006-07 to 2007-08.

- The number of Odyssey users who scored Proficient or Advanced on the 2007-08 PSSA in math and reading increased for those students who scored Basic or Below Basic in 2006-07.

- The percentage of Odyssey users who scored Proficient or Advanced on the 2007-08 PSSA in math and reading was higher for those with an average Odyssey learning activity score of 75% or greater than for those with an average of less than 75%, indicating the importance of regularly reviewing progress in Odyssey.

E) St. Charles Community Schools uses CompassLearning Odyssey to help attain maximum student achievement, which is the primary aim of the school district.

- Assessment scores and attitudes of at-risk students improved.

- In 2008, the percentage of students who scored "proficient" or "advanced" improved by 40.0% in math.

- The percentage of Odyssey users who achieved improvement or significant improvement on the MEAP from 2007 to 2008 was 62.2% in math.

F) Duval County Public Schools is the nation's 20th largest public school district. The district purchased Odyssey as part of a comprehensive approach to address middle and high school credit recovery, grade recovery, remediation, over-age intervention instruction, and advanced-placement curriculum needs in all 28 middle schools and in 17 high schools across the district.

- 2008 Florida Comprehensive Assessment Test (FCAT) results in Mathematics demonstrate improvement from 2007 across all Odyssey Math user grades 6 to 10.

- From 2007 to 2008, the percentage of Odyssey Math users in grades 6 to 10 scoring at or above grade level on the FCAT in Mathematics increased, ranging from 6% to 27%.

- The increases from below grade level to at or above from 2007-2008 range from 13% for the 6th and 10th grades, 15% for the 9th grade, 29% for the 7th grade, up to 30% for the 8th grade.

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G) Whitesburg Elementary (GA) was in Needs Improvement status prior to the implementation of Odyssey in 2003.

- After one year, the school began to meet AYP which it has met or exceeded in every year since.

- In 2007, the school outperformed all other district elementary schools.

- Almost 95% of third-graders and 90% of fifth-graders met or exceeded expectations in reading, while about 97% of fifth-graders did the same in math.

H) From 2005 to 2007, Scotch Elementary (West Bloomfield, MI) students' Michigan Educational Assessment Program (MEAP) mathematics scores showed improvement. Additionally, scores were higher for those students with a 75% or greater average Odyssey activity mastery score compared to those with less than a 75% average.

- Overall, the percentage of students scoring "Exceeds MI Standards" on the MEAP in mathematics improved from 2005 to 2007.

- Further, MEAP math scores for those with higher average CompassLearning Odyssey Math activity mastery scores were, on average, higher than the MEAP math scores for those students with lower Odyssey math activity mastery scores.

Pricing

The proposal below represents an annual student license model for one year. Costs for ongoing years, like for year one, would be based on the number of annual licenses purchased at the beginning of the project year. Updates are included in the cost as are hosting fees, technical support, and professional development.

Odyssey Annual Subscriptions (based on 45,000 students) • Access to Odyssey Math 6, Math 7, Math 8, Honors Algebra, and Algebra I • Includes Odyssey Manager, tools, assessments • Support • Unlimited access (12 months) to online virtual training resources	$ 27 per student
Optional Face-to-Face Professional Development	Check with CompassLearning for rates.

Support Services

Professional Development

As part of the Odyssey annual subscription offered in this proposal, CompassLearning will provide unlimited 24/7/365 access to a series of online instructional videos. Video series may include (each series contains several titles):

Teacher Videos
- What is Odyssey
- Getting Started
- Classes and Students
- Assignments
- Assignments – Practitioner
- Assessment
- Reports
- Teacher Reports: Practitioner

Administrator Videos
- Getting Started for Administrators
- Reports for Administrators
- Reports for Administrators - Practitioner

Site Facilitator Videos
- Getting Started for Site Facilitators
- Tools

CompassLearning's comprehensive (optional) professional development options allow the customer to choose options compatible with their resources, while still ensuring the fidelity of the implementation.

1. Core services
   - Successful Start – implementation planning and reviews
   - Foundations – Odyssey product training
   - Basic Professional Development – integration into instructional strategies
   - Professional Development Video Series

2. Implementation approach options
   - CompassLearning directed
   - Train-the-trainer

3. Delivery methods options
   - Face-to-face
   - Blended (in person and online)
   - Virtual – using state-of-the-art technology

4. Select optional add-ons
   - In-depth product training in selected areas
   - Advanced Institutes

- Projects completed by CompassLearning staff (comprehensive alignment to external standards, pacing guides, etc.)

Based on research in the fields of education, adult learning, staff development, and technology, professional development offerings focus on teacher and student results and increased student achievement.

Support Services

CompassLearning strives to deliver the best customer support in the industry. Technical implementation services help schools design a solution and quickly get up and running. CompassLearning makes sure systems meet the technical requirements to run Odyssey and, if needed, provide technical assistance through a variety of services. Case management protocols are used to assure that all customer contact with CompassLearning is logged, addressed, escalated (if necessary), and closed.

CompassLearning provides a variety of resources to provide fast response and availability compatible with most users' needs.

Support personnel access—CompassLearning support personnel are available live from 8 a.m. to 8 p.m. EST, Monday through Friday. Email, fax, and voicemail are available 24 hours a day for messages with return contact made during business hours.
- Toll-free phone
- Live chat
- Fax
- E-mail.

Customer Portal—The Customer Portal is a web-based tool to meet customer needs 24/7/365. The Customer Portal provides informative support options, such as the ability to:
- Search the Knowledge Base for solutions to common issues.
- View FAQs.
- View the status of hosted websites.
- Download user guides, support documents, and software patches.
- Create a support case for a problem or question.
- Monitor an open case.
- Add comments or attach files to a case.
- Close a case that has been resolved.
- Find contact information for CompassLearning support.

Customer Service Newsletter—This information-packed resource is distributed approximately five times throughout the school year and offers timely and useful insight into CompassLearning software and services.

Software updates—Software updates are included as part of the service contract.